AUTOMOBILES.

# MUSIC\*DRAMA\*ART\*GOLF\*BASEBALL\*YACHTING\*CHESS

# by Philharmonic Leases from Felix Isman for Ten

Mr. Frederick Delius' "In a Summer Garden" the Novelty at Concert in Carnegie Hall.

of his conducting. It was conspicuous and in Grieg's arrangement for string orchestra of his song. "Spring Tide," called in the arrangement "The Last Spring," which was interpreted with so much charm that it was encored—and needless to say an historic orchestra like the Philharmonic is chary with its encores. "Heart Wounds," also heard last night, was an arrangement for string orchestra by Grieg of his song "The Wounded Heart." The other numbers were Mendelssohn's "Ruy Blas" overture, the love seene from Strauss' "Feuersnoth" and Dvorak's symphony "From the New World." The final sweeping arpeggio and crash of the Strauss selection were given with thrilling effect, and the symphony was conducted by Mr. Stransky with entire appreciation of his fellow countryman's music, he being, as Dvorak was, Rohamlay.

## MR. "NAT" GOODWIN AS FAGIN.

Mr. Harding as Bill, Miss Colher as Nancy and Miss Doro as Oliver

ir. George C. Tyler, managing director the producing firm said last night that saw the Comyns Carr version protes in London several years ago with a Collier and Mr. Harding in the role; will play here, and their performance will pay here, and their performance essed him greatly. Both are now it. York, Miss Collier having closed re-in the title rôle of "Thais," and Mr. lng completed his tour as Miss Grace ge's leading man in "Just to Get ad."

## NEW PLAY FOR COLLEGIANS.

Columbia's Dramatic Society to Pre sent "The Mysterious Miss Apache."

"The Mysterious Miss Apache" is the

Business Magazine.

Generosity.

Success:—A Scotchman brought his entire family of seven to visit a relative in London. They were entertained in a manner that left nothing to be asked for two weeks—theatres, suppers, cab rides about the city, excursions into the country. The whole time McPherson never put his hand into his pocket to pay for a thing.

When the family was going home the Londoner and his cousin went into the buffet for a final glass. From force of habit he groped for his wallet, but Sandy griped his arm.

"No Let-Up.

Boston Transcript:—Gibbs—Banks married his wife because she was a good conversationalist.

Dibbs—Yes, and divorced her because she whole time McPherson never put his hand into his pocket to pay for a thing.

When the family was going home the Londoner and his cousin went into the buffet for a final glass. From force of habit he groped for his wallet, but Sandy griped his arm.

"Na, na!" said he. "Ye've been verra gude ta me an' mine this fortnight past. Mon, we'll ha'e a toss for this lasht wee e does no more than pick up the inevita-business. He has transformed his pro-ssion like a kells.

fession into a habit.

The hustier is the salesman who has been developed by his instinct for travelling into a sort of human steam engine. He dashes in, dashes around and dashes out. He wins the admiration of many customers as being a "live wire." On routs where he is known he is liable to make good. But with a new article or a new route he is not usually a winner. He has, of course, a wrong ideal of efficiency. He does not see that mere activity is not fession into a habit. He does not see that mere activity is not

He does not see that mere activity is not necessarily progress.

The "Sunny Jim" salesman is the popular species—the kind that gets dramatized. He is to most people the ideal and final type. Almost all the books on salesmanship, and all the lectures and all the lessons, tend to produce the "Sunny Jim" salesman. Even to criticise him will seem revolutionary to most of the present of the properties. salesman. Even to criticise him will seem trevolutionary to most of the present day authorities on salesmanship. The man with the "glad hand" and the smile that won't come off—he is the one who is constantly held up to us as the model of all the selling virtues.

the selling virtues.
"Now, it goes without saying that a man with a smile will succeed better than a man with a grouch. "Sunny Jim" is more efficient than "Jim Dumps." But salesmanship is a much higher art than the art of smiling. Good humor and friendliness are not the main peaks of salesman- and have just succeeded in coaxing it

## New Tone Poem Mr. Brady Gets The New York Charms; Played | Another Theatre

Years One Building in Same Block with His Playhouse.

Mr. William A. Brady isn't satisfied to The Summer Garden," the work of a Summer Garden," the work of a Composer born in England of German parents and who, having managed and westerday be completed grangements parents and who, having managed and westerday be completed grangements parents and who, having managed and westerday be composed from the first and called the Ohrm parents and who, having managed and westerday be composed from the first and called the Ohrm parents and who, having managed and westerday be composed from the first and called the following the first and the first and called the Ohrm parents and who, having managed and westerday be composed from the first and called the Ohrm parents and who, having managed and westerday be composed from the first and called the following parents and who, having managed and westerday be composed from the first and called the following parents and who, having managed and westerday be composed from the first and called the following parents and who, having managed and who, having managed and who, having managed and who, having managed and who followed the first and called the following parents and who, having managed and who having managed and who followed the first and called the following parents and who, having managed and who followed the first and called the following the first and called the following the first and the first and called the following the first and called the foll have fust one theatre in New York. Last spring he opened his first theatre, the The New York Theatre, that Mr. Oscar

Before an audience interested in French framatic art a number of French entertainers and actors last night gave a in Liebler Revival.

With Mr. "Nat" C. Goodwin, in the role of Fagin, Mr. Lyn Harding as Bill Sykes, Miss Constance Collier as Nancy Sykes and Miss Marie Doro, released by Mr. Charles Frohman for the part, in the title role, Messrs. ILebler & Co. announced yesterday that rehearsals will commence next Tuesday for their revival of "Oliver Twist." The Comyns Carr dramatization of the novel will be used.

Mr. George C. Tyler, managing director Soiree Parisienne under the direction of

of the Atlantic.

Generosity.

The Irishman's View

A Smooth Salesman.

"Get nothing. Then he sold me a second to me since.

Leap Year. Louisville Courier-Journal:-"An enterprising girl proposed;
Her luck was rather bad.
It seems, forsooth, the timid youth
Referred her to his dad."

Took Time.

## to Become a Music Hall

and Mr. Ziegfeld Will Make Production on "Folies" Order.

seats will be \$2, and for four bits one may sit anywhere in the second balcony. It is announced the new arrangement will not interfere with the summer 'Follies

\$750 FOR GRAY JADE VASE.

re appreciation of his fellow countryan's music, he being, as Dvorak was,
Bohemian.

There is no doubt that Mr. Stransky has
at the Philharmonic Orchestra on its
attention in the galleries of the American
attention in There is no doubt that Mr. Stransky has put the Philharmonic Orchestra on its mettle, so much so that one can afford to overlook a tendency toward physical culture exercises in his manner of conducting, which, indeed, he may have found it necessary to adopt to get the orchestra out may be days before she is well enough.

Miss Anglin has an attack of nervous prostration, due to overwork, her husband and physician state, in studying for the leading part in the drama. Miss Anglin may be able to go on to-morrow, and it may be days before she is well enough.

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Engineers Have Said That a Bridge left handed. 45 Miles Long Across Bering Strait Would Be Possible.

Eye Openers.

Cincinnati Enquirer:-She-They say that love is blind. He—Yes; that's why the Lord created the mother-in-law.

His Parent a Freak. Boston Transcript:—Willie—Pa, have you ever had a tooth out?
Father (unthinkingly)—Hundreds of 'em, my son—hundreds!

Didn't Appreciate It. d me a lot that
I went around we never know who our best friends are. Peck-That's true. There's the fellow

> A Great Idea. Boston Transcript:—"Heard about the distance and in a brisk northwest wind,

MR. DAVIDGE FAILS BETTER THAN 45 IN GOLF CONTEST

Will Be Renamed the Moulin Rouge Baltusrol Man Plays His Second Extra This Speed Required to Win Next In- Second Annual Reunion of Amateur slides in a film of mud, Hole Match of Belleair Tourney, Losing to Cincinnati Rival.

conclusion of the second round of match he gave the Hurald reporter yesterday, play here to-day in the New Year golf tournament, the field in the first division was narrowed down to the semi-final, which will be played to-morrow. To-day's for the Motor Boat Club of America, which of the Motor Boat Club of America, which which been engaged for two days at the Waldorf-Astoria, so that horsemen and sportsmen can get together and visit with one another without the rush which was so apparent at the dinner of 1911. famous music halls of Europe.

Bafore the change occurs the New York will be renovated, the promenades increased and the concert hall opened as a refreshment room. There will be matinees twice a week and Sunday night concerts, which will be played to-morrow. To-day's

Imperial jades brought \$14,065 yesterday SYRACUSE FOOTBALL GAMES

September 28, Hobart at Syraouse; October Yale at New Haven; October 12, Carlisle at Syr cuse; October 19, Princeton at Princeton; Octob 20, Michigan at Syracuse; November 2, Roches at Syracuse; November 9, Lafayette at East

Announcement was made yesterday that Edward McCafferty, recently manager of the Montreals, will handle the reins of the Montre

[SPECIAL DESPATCH TO THE HERALD.] Long Branch, N. J., Thursday .- J. C. Gibbons' third class iceboat Red Rover

won the two races sailed at Shallow Point to-day. Over a fifteen mile course she won to-day. Over a fifteen mile course she won the Weiner Cup of the Long Branch club, Whist Association Congress at the Hotel A.—A.—Automobiles wasted; will pay can the Weiner Cup of the Long Branch club, Whist Association Congress at the Hotel Times SQUARE AUTO CO., 1.710-18 Broadwe

also finished, but the imp and the Rainbow Messrs. John W. Dusenbury and Thomas H. dropped out before the end. The times were:—Red Rover, 26:04; Jack Frost, 26:31; H. Dale, of Scranton, Pa., and Messrs. S. Drub, 27:10, and Blanche, 28:12; S. Lenz, New York, and H. L. Trost, To-The Red Rover's second victory was in the cace for the Irving Cup for boats of the South Shrewsbury Club. She covered the South Shrewsbury Club. She covered the fifteen mile course in 26:52, one minute.

South, the top score was made by Miss Collmbia Linguist Collmbia Lingu

and five seconds ahead of the Say When. M. Campbell and Mrs. E. K. Beddall, of FOR HIRE—PACKARD CARRY, WEEK MONTH.

North Shrewsbury fleet. This morning, Baltimore, Md. over a ten mile course, she defeated the Kitty by 6:40, her time being 21:50, This afternoon, over a course of the same

ternational Motor Boat Race-High Speed Defender Building.

Yale at New Hava; October 12, Carlisle at Syracuse; October 19, Princeton at Princeton; October 20, Michigan at Syracuse; November 22, Colgate at Syracuse; November 23, Colgate at Syracuse; November 24, Colgate at Syracuse; November 25, West Point at West Point

NOTES OF THE DIAMOND.

NOTES OF THE DIAMOND.

Two more signed contracts from players were received yesterday by the New York American League Baseball Club. One was strom W. B. Osborn, an outfielder who played with Rochester last season, with a batting average of .290 for 182 games, and the other from D. P. Shears, a pitcher who played with the Parls (Ky.) team last year. Shears bats right handed and pitches left handed.

The Yankees yesterday arranged to meet the University of Georgia nine at Athens, Ga., on March 23.

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To meet the University of Georgia nine at Edward McCafferty, secently manager of the McCafferty of Capper and bronze.

The Elco-plane construction employed is similar to that in the famous Bug, a sixteen foot boat which so easily won the race with the steam yacht Helenita from Huntington, L. L., to New London, Conn.

tremity of East Cape, on the Asiatic side, to the point of Prince of Wales Cape, on the American side, is not more than fortythe American side, is not more than fortyfive miles, and within this distance, placed

Tests when planing. These planes are of bronze, having a corrugated section giving them great longitudinal strength and system of them great longitudinal strength and system; full mane and tall; warranted kine

"The Mysterious Miss Apache" is the name of the play which will be presented the case of the play which will be presented the case of the play which will be presented the case of the play which will be presented the case of the columbial university in allowance of the play which will be presented the case of the three of the columbial university of the columbial university of the columbial to t self in defending the trophy if a race takes place in 1912.

## WHIST CONGRESS.

In the morning session of the Atlantic qualling the record of 26:04 made yester- Viotoria yesterday top score in the Albany CADILLAG Trophy North and South contest was Exciting, Captain James made by Messrs. B. C. Taliaferro and Columbus Circle, New York city.

Trophy North and South contest was exciting, Captain James made by Messrs. B. C. Taliaferro and Columbus Circle, New York city.

Harvey McCay, of Baltimore, Md. East with the Drub third, close up. The Blanche also finished, but the Imp and the Rainbow Messrs. John W. Dusenbury and Thomas H. Drub and South Content was a tie between MoTOR CAR CO., Columbus Circle, New York city.

> New York city. The East and West top score was made by Mr. W. G. Segur and

Other top scores follow:-

Other top scores follow:—
Progressive Games.—Section A, N. and S.—Mrs.
P. Tyler and Mr. C. P. Cadley, 19t. E. and W.—
fr. R. L. Parsons and Mr. J. Bartlett, 6t.
Section B, N. and S.—Miss M. Campbell and fr. H. McCay, 7t; Mr. and Mrz. William Thomon, 6t. E. and W.—Mr. H. L. Frost and Mr. J.
MacDonald, 10t; Mrs. C. W. Stewart and Mr.
L. S. Adams, 6t.
L. S. Adams, Boston Transcript:— Healing above the latest insurance scheme?"

'Woy what is it?'

'Why the company agrees to pay allosons, Everett and Harry Asay, defeated from the Dalsy, handled by her owner's two mony to both parties in case the marriage turns out a failure."

Hoped They Were Broke,

Hoped They Were Broke,

Tonkers Statesman:—Mrs. Flatbush saw the first of clay.

Tonkers Statesman:—Mrs. Flatbush saw the first of clay.

Mr. Flatbush—Geel I hope it's the phono
Mr. Flatbush—Geel I hope it's the phono
The Dalsy, handled by her owner's two son, 64. E. man while the Perseus was fifth in the first and fourth in the second.

Mr. A. Marchanida, 10+; Mrs. C. W. Stowart and Mr. C. B. Little and Mr. C. B. Little and W. Second Seasion.—N. and 8.—Mrs. G. H. Brooks and Mrs. F. B. Dana, 6+! Mr. C. B. Little and W.—Mr. H. T. Fry order; nearly new; \$1.500, pora Bouss Garage.

At Fair Haven the Jennie was beaten in two close eight-mile races, by the Russell B. The Bessie B. finished third in the first seel. The Ray S. was fourth in the first race, but withdrew in the second, while the Perseus was fifth in the first and fourth in the second.

Mr. Flatbush—Geel I hope it's the phono
The Dalsy, handled by her owner's two defeated for the Dalsy, handled by her owner's two defeated for the Dalsy, handled by her owner's two defeated for owner. Call TiMES SQ. ADTO CO.

170 Browner. Call TiMES

Horse Fanciers To Be Held at Waldorf-Astoria on February 19.

which will be played to-morrow. To-day's summary follows:—
First Division.—Second Round—H. P. Farring ton, Woodland, beat H. K. Bolton, Gowentsia, 3 and 2; J. E. Rumbough, Asbeville, beat V. E. Hubbell, Englewood, 5 and 5; J. R. Byde, South Shore, won by default from L. E. Martin, Allston; H. J. Topping, Greenwich, beat A. F. Southerland, Essex County, 4 and 2.
Second Division.—Second Round—W. L. Hogging, Conners, Buffalo, 1 up; Dr. David Karsner, Philadelphia, beat J. P. Uppha, Town and Country, 9 and 8.

SYRACUSE FOOTBALL GAMES

SYRACUSE FOOTBALL GAMES

SYRACUSE, N. Y., Saturday.—The football schedule of Syracuse University, just ansoluted of Syracuse University, just ansoluted of Syracuse University, just ansoluted, shows dates with Yale, Princeton, Carlisle, Michigan and West Point, 1986.

The schedule of Syracuse University, just ansoluted in the past that successful defenders and the actis mounced, shows dates with Yale, Princeton, Carlisle, Michigan and West Point, 1987. The Motor Boat Club of America, and the experience has been in the past that successful defenders and the actis mounced, shows dates with Yale, Princeton, Carlisle, Michigan and West Point, 1987. The Motor Boat Club of America will welcome a challenge will be received not only from Baland but also direct. He goes on to inquire whether the ceived not only from Baland but also force and other foreign countries.

High Speed Defender Building.

"Te will be interesting possibly for the Puleit Oratory. An article telling of the Sunday of the supplied of the Sunday of the Sunda

126-128 East 13th St.,

FINE catalogue free, 80 breeds fine Poultry Stock Eggs cheap, PIONEER FARM, Telford, Pa.

overed South, the top score was made by Miss COLUMBIA LIMOUSINE for sale cheap; lady going South. Address COLUMBIA, 215 Herald.

BONSAL, TRIUMPHS FOR THE DAISY.

Score was made by Mr. W. G. Segur and Mr. C. P. Cadley, of New York city.

The Albany Trophy was won by the New York Daisy.

The Albany Trophy was won by the New York Daisy.

The Bane, N. J., Thursday.—The Daisy, Which won yesterday, continued her winning streak to-day among iceboats of the North Shrewsbury fleet. This morning, Bons AL, 8608—River. FOR Sale.—Cadlike, 1911. In the passenger, fore-door, fully equipped; run only 5,000 miles; in Section of Messrs. Cadley, Segur, McCay and Tallaferro, of Messrs. Cadley, Segur, McCay and Tallaferro, of Messrs. Cadley, Segur, McCay and Tallaferro, of Messrs. Cadley Segur, McCay and Mr. B. C. Tallaferro, of McCay and Mr. B. C. Tallaferro,

LIMOUSINE, Chaimers, 30; cloth upholstery; fin-

Knobs, buttons, ridges or ornamental designs on a tire tread won't stop skidding.

skidding tire water or grease. A tread that cuts through this film,

The Diamond Kubber &

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TOWN CARS TOURING CARS

50, 2 pass

**Broadway Auto Exchange** Autos at Joseph Headquarters
New York's Automobile Bargain Establishmen
"Par Excellence."

For Cash-or on Easy Payments ens, \$700-\$1,500; Stoddards Alco Town Cars: Oldsmobil

Tires & Tubes-A1-for 1/2 Value

AMPS, HORNS, MAGNETOS, TOPS, SHIELDS, Bodies --- Closed, &c., Rock-Bottom **Broadway Auto Exchange** 

1759 to 1765 Broadway, Limousine Bodies-Price Now 1/2

I 3 At \$550 to \$800 % I It will pay you to carry them, 50 second-hand Landaulets, Taxis and Lamousines At \$50, \$75,\$100, \$150, &c. 500 Open Bodies, all styles, Al Makes, \$35, \$45, \$55, up; Put on Chasses,

Dogs, Birds, &c. -30c, line Daily and Sunday. No Extra Charge for Display Type.

Body Department of Broadway Auto Exchange.

C. JANDORS. Pres. ierce Arrow Limousine

> Ellis Motor Car Company, Plerce Arrow Sales and Service Buildi

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Newark, N. J., Brooklyn

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